

Pricing Process for 2018-19

When the WNYRIC sets pricing for the upcoming year, we only review the internal costs of the WNYRIC. No direct vendor costs such as software licensing or maintenance to the districts are included but we continually work with vendors to get the best pricing to keep costs down.

Process WNYRIC follows for determining new pricing:

1. Our goal is to stay as close to 2% as possible for proposed increases to each individual service so the overall increase for all districts is less than or equal to 2%.
2. Review last year's end of year budget to find areas that had excess revenue or shortage of revenue, especially labor intensive services where salary and benefits need to be covered. These services are looked at to increase or decrease costs accordingly.
3. Review budgets in November/December to see if any other adjustments need to be made based on excess revenue or a shortage of revenue in a service. Costs are adjusted accordingly
4. Review new aspects to services or possible new services which will require additional staff or resources in order to support services which may be based on increased participation or changes in the software. Service costs are adjusted accordingly
5. Once all pricing has been determined and applied, the overall changes are reviewed and adjusted if necessary for the overall increase is 2% or less, if possible.

For 2018-19:

1. The overall increase for districts participating in services is 2.04%, ranging from .95% to 2.61% (actual amounts range from \$433.33 to \$17,427.62; average of \$5,587.58)
2. 41 districts have an increase of under 2%,
3. 45 districts between 2% and 2.61%
4. Small districts with shared staff have over 2% increases with half or more of their dollar increase for staffing. There is about a \$5K - \$6K overall increase and a \$3K increase in FTE cost
 - o 86 services have 0% increase
 - o FTE services or shared staff support services have a 3% increase
 - o 113 services have a 2% and under increase
 - o There are large percentages for some services: for example
 - An increase of \$175 for our MailMeter service is a 17.5% increase in our total.
 - An increase of 5% on our Affordable Care Act service is \$100 per district.
 - Printing of report cards has an increase of 11% or .15 per student (4 report cards)
5. The following are some ways in which the WNYRIC contained costs
 - Cooperative bidding for hardware and maintenance on all network equipment
 - Use of coupon bid process
 - Centralized build of enterprise software patch management servers so this cost is not incurred by school districts
 - Continue to work with Gartner and InfoTech in researching initiatives related to cost effectiveness for Infrastructure and Operations
 - Purchase of monitoring and security software to increase efficiency
 - Collaborate with other RICs for shared Microsoft Premier Support contract which is lowest price offered and has allowed our staff to have the highest level of incident support as well as training and design sessions with Microsoft engineers
 - Continued renegotiation of statewide contracts for best pricing
 - Redistributing tasks from vacated positions through attrition
 - Efficiently use Federal & NYS funding resources to maximize aid on specific technology products. (Erate, Federal Grants, NYSERDA, BOCES Aid, Capital Projects, Smart School Bond Act)
 - Use collaboration software and remote support tools to reduce travel costs.